

JISP MEETING PARTICIPANTS LIST

September 29, 1982

Company	Name
Marui	Mr. Hiroshi Furubayashi ✓
Yaskawa Information Systems Co., Ltd.	Mr. Yasuo Ishimatsu
"	Mr. Yoshiaki Minomo
Nihon Information Service Co., Ltd.	Mr. Jun Arai
Victor Information Center Co., Ltd.	Mr. Tetsuo Banzai



MMV

RCA JUN 24 0509.

INPUT MNTV

KKATCKYO J26196 TLX NO. 1718 82.6.24. HO

TO: ESTHER CONOLLY /MARKETING SECRETARY/INPUT

FR: ASAKO SAKURABA

RE: J-ISP CLIENTS

THESE ARE COMPANY NAMES, NAMES, ADDRESSES, TELEPHONE NUMBERS,  
AND TELEX NUMBERS OF J-ISP CLIENTS.

COMPANY: YASUKAWA INFORMATION SYSTEM CO., LTD.

NAME: MR. TAKASHI TAKAHASHI

ADDRESS: 2346-BANCHI, OAZA-FUJITA, NISHI-KU, YAHATA, KITAKYUSHU-SHI.

POSTAL CODE: 806

TELEPHONE: 093-641-3436 OR 093-641-3111

TELEX NUMBER: 7145-71

PERSONS PRESENTED AT THE MEETING: MR. TAKEO ISHIMATSU  
MR. YOSHIAKI MINOMO

COMPANY: RYOKA SYSTEM CO., LTD.

NAME: MR. YASUTO CSAKI

ADDRESS: 10FLOOR TOKYO DAIYA BLDG 1-GOKAN, 1-28-38, ARAKAWA,  
CHUO-KU, TOKYO.

TELEPHONE: 03-553-6341

PERSON PRESENTED AT THE MEETING: MR. MITSUO NAKAMURA

COMPANY: NIHON INFORMATION (JOHO) SERVICE CO., LTD.

NAME: MR. TORU KOUZU

ADDRESS: 2-2-7, TOSABORI, NISHI-KU, OSAKA-SHI.

TELEPHONE: 06-443-1381

PERSONS PRESENTED AT THE MEETING: MR. MITSUO ODA  
MR. JUN ARAI

COMPANY: MARUI CO., LTD.

NAME: MR. HIROSHI FURUBAYASHI

ADDRESS: 1-16-18, MINAMI IKEBUKURO, TOSHIMA-KU, TOKYO.

TELEPHONE: 03-982-0101

PERSON PRESENTED AT THE MEETING: MR. HIROSHI FURUBAYASHI

REGARDS.♦

INPUT MNTV

REPLY TO THIS TELEX VIA RCA

M

Telex/TWX

western union

Telex/TWX



J-ISP file

111 CA  
111 10 14 1108.  
INPUT MN1V  
78122503Z

NISMC J22503

CA

10/13/82

TO: MR. MIYANAGA  
ASSISTANT MANAGER  
COMPUTER DEPT.  
NISSAN MOTORS CO., LTD

FM: PETER CUNNINGHAM  
PRESIDENT  
INPUT

IT WAS A PLEASURE TO MEET YOU. WE LOOK FORWARD TO HELPING  
YOU ON YOUR TRIP AS SOON AS ASHISUO INFORMS US THAT YOU  
HAVE BECOME A MEMBER OF THE J-ISP PROGRAM.

THANK YOU

D.....

1109EDT 001.30

Telex/TWX

western union

ex/TWX



# INPUT CONTACT REPORT

STATE: Japan

DATE WRITTEN: typed 6/11/82

COMPANY: _____	INPUT STAFF:	REASON:	RELATING TO:
NAME: <u>J-ISP Clients</u>	(INIT.) <u>PAC</u>	<input type="checkbox"/> SALES	<input type="checkbox"/> ISIP <input type="checkbox"/> FSP
TITLE: _____	(INIT.) _____	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> CAMP <input type="checkbox"/> OTM
ADDRESS: _____	<input type="checkbox"/> PHONE	<input type="checkbox"/> PRESENTATION	<input type="checkbox"/> ISP
_____	<input checked="" type="checkbox"/> VISIT	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CUSTOM
_____	CONTACT DATE: <u>5/24/82</u>	<input checked="" type="checkbox"/> SUPPORT	<input type="checkbox"/> OTHER
PHONE ( ) - <input type="checkbox"/> MAILLIST	_____	<input type="checkbox"/> OTH: _____	ID <u>J-ISP client</u>

DISCUSSION: The J-ISP clients are very interested in the value added network

activity in the U.S. They asked us to send some information through Bill Totten/

(I think this could effectively be one of our reports) Characteristics of our clients are as follows:

1. Narui (Mr. Furbayashi) They have a 3031, 371/58 and an AS6000 on an MVS. They have about 2500 terminals primarily for P&G and credit authorization. They use DM. Right now he has a question of whether they should go to 2 link 3083s and what kind of lease/purchase activity should they indulge in. I said I would send him a copy of our latest Residual Value report.

2. Ryoka Systems (service business which is a subsidiary of Mitsubishi Chemicals) (Mr. Nakamura) About 70% of Ryoka Systems business is Mitsubishi and 30% outside. They have a 3033 and a 3031. They have from Facom an M180 and a 140F. They are using MVS and IMSDBDC and OS4. They have about 140 people in their group. They use TSO for prototyping. Their current areas of interest are CAD for petrochemical industry and also office systems, electronic mail. They had several questions on any information we had on the 3705 replacement, (mirage) also wanted to know anything we had on the follow-on to the 3270.

3. JIS (Mr. Arai, and Mr. Oda) They have two Hitachi plug compatibles machines AS8's. They are using MVS. They have also a 371/58 and a 3032. Univac 11100/60V (2 of them) PRIME 520 FOR TIMESHAFT and they have Kodak 6000 DMP network controller (10 of them)

BUSINESS DEVELOPMENT POTENTIAL: \_\_\_\_\_

☐ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BY WHEN	DONE	INFO DIST
<u>Pete</u>		<u>Send Letters.</u>		<input checked="" type="checkbox"/>	
<u>George</u>		<u>Research and reply to query's.</u>			





J-ISP Clients

Page 2

JIS contd: They have 1200 terminals IMS/2 TSO in total. They particularly interested in improving the reliability of their IMS system and recovery of their data base activity. I recommended a contact at MCAUTO (John Gehrin Director of Computer Operations (314) 232-6487. They are also interested in telenet <sup>does</sup> sell hardware.



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NAME: <u>J-ISP Clients</u>	(INIT.) <u>PAC</u>	<input type="checkbox"/> SALES	<input type="checkbox"/> ISIP <input type="checkbox"/> FSP
TITLE: _____	(INIT.) _____	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> CAMP <input type="checkbox"/> OTM
ADDRESS: _____	<input type="checkbox"/> PHONE	<input type="checkbox"/> PRESENTATION	<input type="checkbox"/> ISP
_____	<input checked="" type="checkbox"/> VISIT	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CUSTOM
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PHONE ( ) - _____	<input type="checkbox"/> MAIL LIST	<input type="checkbox"/> OTH: _____	ID <u>J-ISP client</u>

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2. Ryoka Systems (service business which is a subsidiary of Mitsubishi Chemicals) (Mr. Nakamura) About 70% of Ryoka Systems business is Mitsubishi and 30% outside. They have a 3033 and a 3031. They have from Facom an M130 and a 140F. They are using MVS and IMSDBDC and OS4. They have about 140 people in their group. They use ISO for prototyping. Their current areas of interest are CAD for petrochemical industry and also office systems, electronic mail. They had several questions on any information we had on the 3705 replacement. (mirage) also wanted to know anything we had on the follow-on to the 3270.

3. JIS (Mr. Arai, and Mr. Oda) They have two Hitachi plus compatibles machines 153's. They are using MVS. They have also a 371/58 and a 3032. Univas 11100/60V (2 of them) PRIME 110 FOR TIMESHARE and they have Kodak 6000 LIP network controller (10 of them)

BUSINESS DEVELOPMENT POTENTIAL: \_\_\_\_\_

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George		Research and reply to queries.		



J-ISP Clients  
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TITLE: _____	(INIT.) _____	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> CAMP <input type="checkbox"/> OTM
ADDRESS: _____	<input type="checkbox"/> PHONE	<input type="checkbox"/> PRESENTATION	<input type="checkbox"/> ISP
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PHONE ( ) - _____	<input type="checkbox"/> MAIL LIST	<input type="checkbox"/> OTH: _____	<input type="checkbox"/> OTHER
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3. JIS (Mr. Arai, and Mr. Oda) They have two Hitachi plug compatibles machines 3033's. They are using MVS. They have also a 371/53 and a 3032. Univac 11100/40V (2 of them) PRIME 310 FOR TIMESHAIR and they have Kodak 6030 IMP network controller (20 of them)

BUSINESS DEVELOPMENT POTENTIAL: \_\_\_\_\_

☐ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BY WHEN DONE	INFO DIST
<u>Feta</u>		<u>Send Letters.</u>		
<u>George</u>		<u>Research and reply to query's.</u>		





J-ISP Clients  
Page 2

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STATE: Japan

DATE WRITTEN: typed 6/11/82

COMPANY: _____	INPUT STAFF: _____	REASON: _____	RELATING TO: _____
NAME: <u>J-ISP Clients</u>	(INIT.) <u>PAC</u>	<input type="checkbox"/> SALES	<input type="checkbox"/> ISIP <input type="checkbox"/> FSP
TITLE: _____	(INIT.) _____	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> CAMP <input type="checkbox"/> OTM
ADDRESS: _____	<input type="checkbox"/> PHONE	<input type="checkbox"/> PRESENTATION	<input type="checkbox"/> ISIP
	<input checked="" type="checkbox"/> VISIT	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CUSTOM
	CONTACT DATE: <u>5/24/82</u>	<input checked="" type="checkbox"/> SUPPORT	ID _____
PHONE ( ) - _____	<input type="checkbox"/> MAIL LIST	<input type="checkbox"/> OTH: _____	ID <u>J-ISP client</u>

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3. JIS (Mr. Arai, and Mr. Oda) They have two Hitachi plug compatibles machines 3031's. They are using MVS. They have also a 371/58 and a 3032. Univac 11100/60V (2 of them) PRIME 510 FOR TIMESHARE and they have Kodak 6000 LRP network controller (10 of them).

BUSINESS DEVELOPMENT POTENTIAL: \_\_\_\_\_

☐ EXTRA PAGE(S) ATTACHED

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Pete		Send Letters.		
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J-ISP Clients  
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# INPUT CONTACT REPORT

file: JISP Clients

STATE: Japan

DATE WRITTEN: 12/11/81

COMPANY: <u>Mann</u>	INPUT STAFF:	REASON:	RELATING TO:
NAME: <u>via Bill Totten</u>	(INIT.) <u>TDF</u>	<input type="checkbox"/> SALES	<input type="checkbox"/> MAS <input type="checkbox"/> FSP
TITLE:	(INIT.)	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> CAMP
ADDRESS:	<input type="checkbox"/> PHONE	<input type="checkbox"/> PRESENTATION	<input type="checkbox"/> USER
<u>Tokyo Japan</u>	<input type="checkbox"/> VISIT	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CUSTOM
PHONE ( ) -	CONTACT DATE: <u>12/12/81</u>	<input checked="" type="checkbox"/> SUPPORT	ID <u>J101</u>
<input type="checkbox"/> MAIL LIST		<input type="checkbox"/> OTH:	<input type="checkbox"/> OTHER

DISCUSSION: Received copy of Telex from Hugh Keag 12/8.  
Drafted reply w/ Enright & Houtman & lead to  
Keag on telephone 12/10 & agreed to send  
him copy to telex to Tokyo

BUSINESS DEVELOPMENT POTENTIAL: Mann is first client for  
new Japanese program

RECEIVED

DEC 15 1981

PALO ALTO

☒ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BY WHEN	DONE	INFO DIST
					<u>Houtman</u>
					<u>Keag</u>

LANDS BELONGING TO THE UNITED STATES	LANDS BELONGING TO OTHERS

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415-493-1600

CHARGE CODE TO ED METZ: 12/3

RECEIVED

DEC 07 1981

NEW JERSEY

J101

REF JIM GRUGAN  
THIS DATE CAN YOU  
FLASH THIS INQUIRY  
BY GEORGE OR RAMON  
AND LET ME HAVE  
SOME ANSWER VERBALLY  
TO SEND BACK TO TOKYO?  
NO NEW RESEARCH TO BE  
DONE - ONLY WHAT YOU  
KNOW OFF TOP OF YOUR  
HEAD. THANKS Hugh

RCA NCV 25 0243.  
INPUT PLA

KKAIKRYC J26196 1LX NC.1267 81 11 25 AN

TO: MR. PETER CUNNINGHAM  
FR: BILL ICHTEN

MARUI, ONE OF JAPAN'S LEADING DEPARTMENT STORE CHAINS, IS  
BUYING YOUR NEW SERVICE. WE ARE PROCESSING THEIR PURCHASE ORDER NOW.

IN THE MEANTIME, MARUI WANTS TO LEARN ANYTHING THAT YOU CAN TELL  
THEM ABOUT PROSPECTS FOR, OR IBM'S PLANS FOR, THE SYSTEM/38.  
FOR EXAMPLE:

25-3K Machine

Can MARUI EXPECT IBM TO ENHANCE THE S/38 BY ADDING NEW  
FILL UPGRADEABLE MODELS WITH LARGER MEMORY, MORE DISK  
CAPACITY, FASTER CPU, BETTER BACKUP AND RECOVERY, ETC?

very slow  
down - maybe  
even

IBM's new machine

(CAN MARUI EXPECT IBM TO ANNOUNCE ADDITIONAL S/38 - COMPATIBLE  
MACHINES -- E.G., S/28 S/46, S/56, ETC. -- TO FORM A S/38 FAMILY?)

MARUI IS RENTING ONE S/38 AND IS ABOUT TO INSTALL A SECOND.  
BASICALLY THEY WANT TO KNOW IF IBM IS COMMITTED ENOUGH TO THE  
S/38 FOR MARUI TO COMMIT ITSELF TO IT -- E.G., INSTALL MORE  
OF THEM AND PURCHASE THE ONES THEY HAVE.

BY THE WAY, MARUI ALSO USES IBM 3031 AND HITACHI AS-5 CPU'S.

PETER, THIS IS YOUR FIRST INQUIRY FROM YOUR FIRST CLIENT UNDER  
THE NEW JAPANESE PROGRAM. A QUICK AND THOROUGH ANSWER WILL  
HELP WITH SALES TO OTHER POTENTIAL INPUT CLIENTS.

might be new 300 series

VERY TRULY YOURS

P.S. PLS SEE OUR TELEX 1281 OF 81.11.20 TO YOU AND HUGH KEYS..\*  
INPUT PLA

REPLY TO THIS TELEX VIA RCA

Since 1/76  
supplies

IBM (future) Direction - use friend software - do what I mean  
- carry tech problems overcome

mid-late 80's -> analog 300/22 -> microcode

Telex/TWX  
western union

Telex/TWX



Advise Marui that S/38 is one of IBM's  
~~Principal~~<sup>strategic</sup> technical & marketing thrusts. 25-30K

∴ sold already. Early technical problems (now solved)  
masked this.

in short term  
INPUT expects to see further memory expansion  
& more disk capacity. May<sup>also</sup> be multiprocessor  
version. ~~Do not expect~~ field upgradable models. likely.

~~Some~~ Some enhancements would have been  
announced by now, but <sup>(delayed by)</sup> current <sup>IBM</sup> reorganization ~~has~~  
~~delayed~~. Expect announcements in 1982.

Long term effects <sup>(of reorganization)</sup> should be positive for S/38.

Expect to see convergence of current S/38  
& 3000 series architecture with present S/38  
representing much of architecture of mid/late 1980's.  
(to future mainframe)

Consequently, There will be a natural migration path for  
current S/38 users. Do not expect an actual  
family of S/38 machines, however. Marui should



remember that IBM's technical & marketing strategies always allow room for expansion. Note relative migration ease from S/34 to S/38 even though they are basically dissimilar machines.

Advice to Marui: Assuming satisfied with S/38 performance see no barrier to their committing to S/38 future. If purchase otherwise attractive see no problem from standpoint of early obsolescence or IBM lessening commitment. May be relatively minor fluctuations in pricing in next few years.



J-ISP CLIENTS

Kouji Tootu  
Department Head,  
Technical Development  
JAPAN INFORMATION SERVICES CORPORATION  
Tosabori 2 Chome #21  
7 Nishiky, Osaka  
Japan

Hashimoto Teo  
Department Head, Systems  
MARUI CORPORATION

Osaki Yasuto  
Director, Industrial Graphics  
DIAMOND SYSTEMS CORPORATION  
RMI Floor 10, Data Building  
Shinakaa, 1-28-38  
Chuo Ku, Tokyo 165  
Japan

Takahashi Takashi  
Director, Systems Department  
YASUKAWA INFORMATION SYSTEMS CORPORATION  
Box 206 ooru Fushida 2346  
Shiahata Nishiku, Kita Kyuushu  
Japan

*J-ISP clients*





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_____	<input checked="" type="checkbox"/> VISIT	<input type="checkbox"/> HOTLINE	ID _____
_____	CONTACT DATE: <u>5/24/82</u>	<input checked="" type="checkbox"/> SUPPORT	<input type="checkbox"/> OTHER
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BUSINESS DEVELOPMENT POTENTIAL: \_\_\_\_\_

☐ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BY WHEN	DONE	INFO DIST
Pete		Send Letters.		✓	
George		Research and reply to query's.			

NAME	ADDRESS	CITY
Dr. J. H. Smith	123 Main St.	Chicago, Ill.
Dr. W. E. Jones	456 Oak St.	St. Paul, Minn.
Dr. R. L. Brown	789 Elm St.	Portland, Me.
Dr. T. M. White	101 Cedar St.	Boston, Mass.
Dr. S. K. Green	202 Pine St.	Philadelphia, Pa.
Dr. A. D. Black	303 Birch St.	New York, N. Y.
Dr. C. F. Gray	404 Spruce St.	San Francisco, Cal.
Dr. G. H. Hall	505 Ash St.	Los Angeles, Cal.
Dr. I. J. King	606 Willow St.	Houston, Tex.
Dr. L. K. Lee	707 Hickory St.	Memphis, Tenn.
Dr. M. N. Miller	808 Walnut St.	Indianapolis, Ind.
Dr. O. P. Moore	909 Chestnut St.	Cincinnati, Ohio
Dr. Q. R. Taylor	1010 Locust St.	Kansas City, Mo.
Dr. S. T. Walker	1111 Madison St.	St. Louis, Mo.
Dr. U. V. Young	1212 Monroe St.	San Antonio, Tex.
Dr. W. X. Allen	1313 Taylor St.	Dallas, Tex.
Dr. Y. Z. Evans	1414 Adams St.	Fort Worth, Tex.
Dr. A. B. Carter	1515 Washington St.	El Paso, Tex.
Dr. C. D. Scott	1616 Franklin St.	Phoenix, Ariz.
Dr. E. F. Adams	1717 Jefferson St.	Tucson, Ariz.
Dr. G. H. Baker	1818 Madison St.	Albuquerque, N. M.
Dr. I. J. Clark	1919 Monroe St.	Las Vegas, N. M.
Dr. K. L. Evans	2020 Taylor St.	Albuquerque, N. M.
Dr. M. N. Foster	2121 Adams St.	Albuquerque, N. M.
Dr. O. P. Gibson	2222 Washington St.	Albuquerque, N. M.
Dr. Q. R. Hall	2323 Franklin St.	Albuquerque, N. M.
Dr. S. T. Hill	2424 Jefferson St.	Albuquerque, N. M.
Dr. U. V. Jones	2525 Madison St.	Albuquerque, N. M.
Dr. W. X. King	2626 Monroe St.	Albuquerque, N. M.
Dr. Y. Z. Lee	2727 Taylor St.	Albuquerque, N. M.
Dr. A. B. Miller	2828 Adams St.	Albuquerque, N. M.
Dr. C. D. Moore	2929 Washington St.	Albuquerque, N. M.
Dr. E. F. Taylor	3030 Franklin St.	Albuquerque, N. M.
Dr. G. H. Walker	3131 Jefferson St.	Albuquerque, N. M.
Dr. I. J. Young	3232 Madison St.	Albuquerque, N. M.
Dr. K. L. Allen	3333 Monroe St.	Albuquerque, N. M.
Dr. L. K. Evans	3434 Taylor St.	Albuquerque, N. M.
Dr. M. N. Carter	3535 Adams St.	Albuquerque, N. M.
Dr. O. P. Scott	3636 Washington St.	Albuquerque, N. M.
Dr. Q. R. Adams	3737 Franklin St.	Albuquerque, N. M.
Dr. S. T. Baker	3838 Jefferson St.	Albuquerque, N. M.
Dr. U. V. Clark	3939 Madison St.	Albuquerque, N. M.
Dr. W. X. Evans	4040 Monroe St.	Albuquerque, N. M.
Dr. Y. Z. Foster	4141 Taylor St.	Albuquerque, N. M.
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J-ISP Clients

Page 2

JIS contd: They have 1200 terminals IMS/2 TSO in total. They particularly interested in improving the reliability of their IMS system and recovery of their data base activity. I recommended a contact at MCAUTO (John Gehrin Director of Computer Operations (314) 232-6487.

They are also interested in <sup>does</sup> telenet sell hardware.

INPUT



# INPUT CONTACT REPORT

STATE: Japan

DATE WRITTEN: typed 6/11/82

COMPANY: <u>J-ISP Clients</u>	INPUT STAFF:	REASON:	RELATING TO:
NAME: _____	(INIT.) <u>PAC</u>	<input type="checkbox"/> SALES	<input type="checkbox"/> ISIP <input type="checkbox"/> FSP
TITLE: _____	(INIT.) _____	<input type="checkbox"/> INTERVIEW	<input type="checkbox"/> CAMP <input type="checkbox"/> OTM
ADDRESS: _____	<input type="checkbox"/> PHONE	<input type="checkbox"/> PRESENTATION	<input checked="" type="checkbox"/> ISP
	<input checked="" type="checkbox"/> VISIT	<input type="checkbox"/> HOTLINE	<input type="checkbox"/> CUSTOM
	CONTACT DATE: <u>5/24/82</u>	<input type="checkbox"/> SUPPORT	<input type="checkbox"/> OTHER
PHONE ( ) - <input type="checkbox"/> MAIL LIST		<input type="checkbox"/> OTH: _____	ID <u>J-ISP client</u>

DISCUSSION: The J-ISP clients are very interested in the value added network

activity in the U.S. They asked us to send some information through Bill Totten/

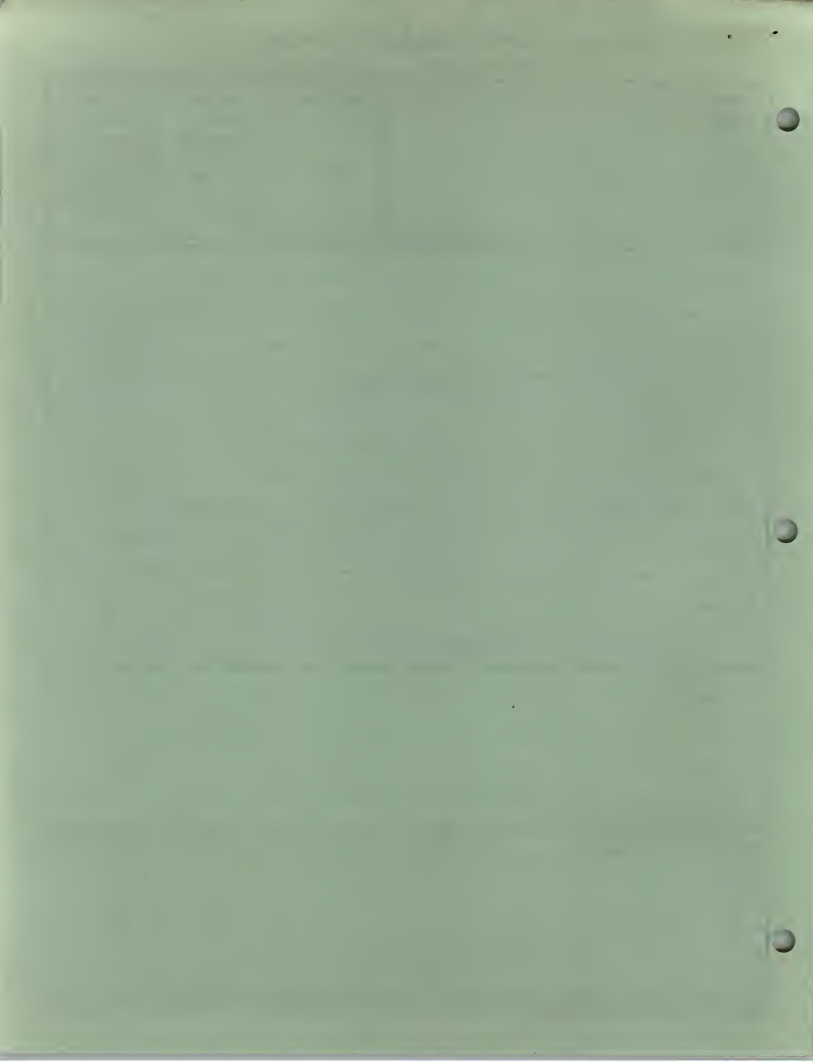
(I think this could effectively be one of our reports) Characteristics of our clients  
are as follows:

1. Marui (Mr. Furubayashi) They have a 3031, 371/58 and an AS6000 on an MVS. They  
have about 2500 terminals primarily for P88 and credit authorization. They use  
IMS. Right now he has a question of whether they should go to 2 link 3083s and  
what kind of lease/purchase activity should they indulge in.  
I said I would send him a copy of our latest Residual Value report.
2. Ryoka Systems (service business which is a subsidiary of Mitsubishi Chemicals)  
(Mr. Nakamura) About 70% of Ryoka Systems business is Mitsubishi and 30% outside.  
They have a 3033 and a 3031. They have from Facom an M180 and a 140F. They are  
using MVS and IMSDBDC and OS4. They have about 140 people in their group.  
They use T80 for prototyping. Their current areas of interest are CAD for  
petrochemical industry and also office systems, electronic mail. They had several  
questions on any information we had on the 3705 replacement, (mirage) also wanted  
to know anything we had on the follow-on to the 3270.
3. JIS (Mr. Arai, and Mr. Oda) They have two Hitachi plug compatibles machines  
AS3's. They are using MVS. They have also a 371/58 and a 3032, Univac 1110/60V  
(2 of them) PRIME 330 FOR TIMESHAPE and they have Kodak 6000 IMP network controller  
(10 of them)

BUSINESS DEVELOPMENT POTENTIAL: \_\_\_\_\_

☐ EXTRA PAGE(S) ATTACHED

ACTION DIST	TIME REQUIRED	DESCRIBE ACTION OR FOLLOW-UP	BY WHEN	DONE	INFO DIST
Pete		Send Letters.		✓	
George		Research and reply to query's.			



J-ISP Clients

Page 2

JIS contd: They have 1200 terminals IMS/2 TSO in total. They particularly interested in improving the reliability of their IMS system and recovery of their data base activity. I recommended a contact at MCAUTO (John Gehrin Director of Computer Operations (314) 232-6487.

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